

**UBI "OUR BEST ALWAYS"  
NEWS TO "U"**

UNITED BENEFITS, INC.

Vol. 83 No. 3

Richardson, Texas

**PERSEVERANCE**

**February Winner**

**Christian Avalos!!**

**20,850 points**

*Agent with the highest monthly points  
wins \$750.00 and 500 bonus points  
(\$1000 over 10,000, \$1250 over 20,000)*

**WAY TO GO!**

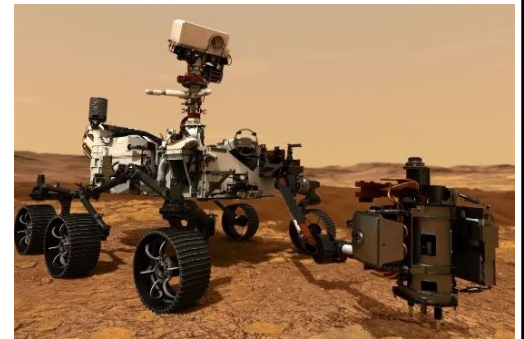
**Christian!!!**

*Agents with over 4,000 points win \$200.00  
(\$500.00 if over 5,000 and \$750.00 if over  
10,000) Additional February Winners:*

★ Timothy Brown	8,210 Points
★ Blanca I Orozco	7,997 Points
★ Ronnie Nutt	6,202 Points
★ Delia F Valle	6,003 Points
★ Esther Calvo Avalos	5,876 Points
★ Rodolfo Abrego	5,638 Points
★ Veronica Y Collins	4,715 Points
★ Eva Gilbert	4,500 Points
★ Jose Luna	4,005 Points



Perseverance is steady persistence in a course of action or purpose, or in maintaining a status, especially in spite of difficulties, obstacles, or discouragement.



NASA's rover named Perseverance landed on Mars February 18, 2021, 203 days after its launch last July 30th.

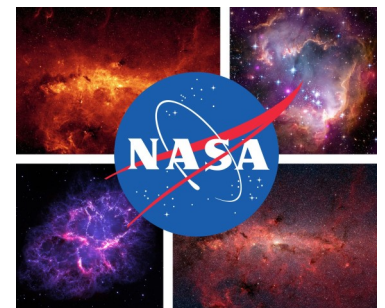
It's average speed during that time was over 61,000 miles per hour.

A seventh-grade student, Alexander Mather, won a nationwide essay contest to name the rover. Perseverance is the latest in a long line of Red Planet rovers to be named by school-age children, from Sojourner in 1997 to the Spirit and Opportunity rovers, which landed on Mars in 2004, to Curiosity, which has been exploring Mars since 2012.

The Perseverance rover is about 10 feet long, 9 feet wide, and 7 feet tall. It weighs 2,260 pounds. Its main job is to seek signs of ancient life and collect samples of rock and soil that could be returned to earth by a future NASA mission. A geographically diverse area on Mars, the Jezero crater, site of an ancient river bed and lake, will be explored using a wide range of equipment.

Numerous instruments will help Perseverance conduct unprecedented science and test new technology on the Red Planet. They include advanced camera and imaging systems, a device to convert Martian carbon dioxide into oxygen, microphones, a small test helicopter and ground-penetrating radar to map the subsurface. There is also a set of sensors that will provide measurements of temperature, wind speed and direction, pressure, relative humidity, and dust size and shape.

Perseverance will spend at least one Mars year (about two earth years) exploring the surface. It could theoretically last much longer depending on how its plutonium-based power system holds up.



# TOM SAYS...



## STRIVE FOR PEAK PERFORMANCE

Success is no longer just about managing time or working those long hours that wear you out both mentally and physically. Everyone might agree that “working till you drop” is counter productive, but many Americans still have that as a work ethic and even brag about the hours they put in. The resulting tiredness and stress play an enormous part in unhealthy life styles that result in premature heart problems and even obesity. I see this everyday when I make my calls on sales persons as well as funeral directors and funeral home employees.

A new management concept today is “Managing Your Energy”. Professionals who are studying how to get more out of life are recognizing that the body is an important element in performance. If you are going to perform at your peak you have to change the way you look at nutrition, exercise and rest. You must become skilled in the process of energy recovery, able to fully focus when the situation demands it, and fully disengage when the situation doesn't.

So, if we can adopt the concept that taking care of our bodies is important to our sales and business success, how do we get from “here to there”? Most experts recommend the following steps:

1. Find a training or an educational program that gives you a high percentage of success and that can be included in your current schedule without changing your highest priority items. Be specific about the changes you wish to make.
2. Make sure you're ready. The most incredible program in the world won't help if you are not ready to commit.
3. Link the change to a spiritual value. You may want to exercise to improve your appearance and health, but perhaps a deeper motivation is to make sure that you're around to see your grandkids.
4. Link the change to rituals, and tie those rituals to things you are already doing. Find a way to exercise while watching your favorite TV program each evening. Pause for one minute before a sales interview or a family funeral consultation to collect your thoughts and rest your mind and body for the challenge ahead.
5. Invest extraordinary energy for 30 days. Experts tell us that it takes between 21 and 30 days for any change to become habitual. Afterwards the change becomes a part of your daily ritual.
6. Make the changes small and sustainable. Instead of the 2 or 3 donuts you eat for breakfast, try a non-fat cereal bar. Instead of a hamburger, a turkey sandwich.
7. Only instigate a few changes at a time. Too many can overwhelm you, creating the very stress you are trying to avoid.
8. Create a supportive environment. Enlist your family's help in preparing healthy meals and honoring the time you have set aside for exercise. Ask your coworkers to join you in learning new skills.

So when we recognize that our energy level, and thus our body, may be the key to peak performance we can place new focus on the needs of our body: exercise, nutrition, and rest. With a healthy and energetic body in concert with our education, training, and skills, there may be no limits to what we can achieve.

## Declutter Your Living Spaces

The average person will spend 3,680 hours, or 153 days of their lives, searching for misplaced items. Typically, the only time many of us think about decluttering our homes or spaces is when we're getting ready to move. Whether you're moving or just want to save time and space, decluttering can be overwhelming. This easy five-bin approach is a great way to start simplifying your living environment and may help you feel less anxious and more in control of the process.



**Bin 1 : Items that need to be put away.** Place items that belong somewhere else in the home in this bin. Eventually, you'll put them away; the intention is to put them somewhere while you're clearing the room.

**Bin 2: Items to be fixed.** This includes items that need to be washed or cleaned as well as those that need repair, whether toys, clothes, shoes, etc.

**Bin 3: Items to donate.** Items in this bin are in good condition, but you no longer need or use them. They can be given to friends or family, sold online, or donated to a local charity.



**Bin 4: Items to be recycled.** This is for items made of paper, plastic, or glass, like empty drink bottles, food containers, newspapers, and magazines.

**Bin 5: Items to discard.** Place expendable items in this bin that you can't recycle or donate.



**KEEP IT SIMPLE**

## Happy Birthday!!!



**Natalia Infante**  
\* March 17 \*



## What About Sentimental Items?

Many of us have items we can't bear to part with because there's a memory or other sentimental feeling attached. Here are a few tips for handling sentimental items that may start to create clutter.

**Decide if it's worth keeping.** If you use or enjoy the item, hang on to it. However, you may not need to retain every piece of artwork your children ever created. On some items, it may be helpful to ask a relative or friend which items to keep.

**Choose a few items that remind you of a loved one.** If you have inherited many heirlooms, see if other members of your family would like some, too. Donate the rest.

**Keep in mind: you can get rid of an item without getting rid of the memory.** Take a photo of the item to place in a journal or scrapbook and write why it means so much to you.

When it comes to photos, keep the one or two great ones and delete duplicates. Just as with other sentimental items, search for the treasures and let go of the rest. You (and those around you) will appreciate being able to flip through a few special albums and sharing stories.

## Texas Independence Day

March 2nd was The 185th anniversary of Texas Independence. It remained a separate nation from 1836 until 1845, when it was admitted into the United States.



**St. Patrick's Day** is March 17th.

**Easter Sunday** is April 4th. The UB offices will be closed on **Good Friday**, April 2nd.



**UFBLIC / UFDBLIC  
CELEBRATING 83 YEARS of SERVICE  
2021 CONTEST STANDINGS**

**\*Destination and Date to be Announced\***

3 months—December through February

AGENT	#	Prior	This Month	Total Points	AGENT	#	Prior	This Month	Total Points
AVALOS, CHRISTIAN E	1	34,680	21,350	56,030	PROCTOR, WALTER J	16	4,569	1,022	5,591
LUNA, JOSE	2	21,844	4,005	25,849	GARCIA, TITO E	17	3,148	2,220	5,368
OROZCO, BLANCA I	3	17,707	7,997	25,704	SALINAS JR, DANIEL	18	3,005	2,119	5,124
VALLE, DELIA F	4	14,894	6,003	20,897	RICHTER, JAMES A	19	4,815	303	5,118
NUTT, RONNIE	5	13,963	6,202	20,165	KING, JEFFREY W	20	4,640	400	5,040
GOMEZ, G OLINKA	6	13,928	3,060	16,988	CASTRO, ELVA JUDITH	21	2,765	2,254	5,019
AVALOS, ESTHER CALVO	7	10,171	5,876	16,047	COLLINS, VERONICA	22	-	4,715	4,715
BROWN, TIMOTHY	8	7,524	8,210	15,734	ESTRADA, STEPHANIE	23	3,226	1,283	4,509
COBOS, ALMA ROSA	9	10,551	481	11,032	VAUGHAN, LOUELLA	24	1,653	2,792	4,445
GILBERT, EVA	10	5,560	4,500	10,060	FERNANDEZ, MARIA	25	3,006	1,400	4,406
ELIZONDO, ORLANDO	11	7,122	-	7,122	BRYAN, RANDY	26	2,670	1,680	4,350
ROBERTS, MONTY B	12	3,996	2,798	6,794	GRIFFIN, JOYCE MARIE	27	4,304	-	4,304
ABREGO, RODOLFO	13	950	5,638	6,588	HERRERA, ANA M	28	2,376	1,831	4,207
MCDONALD, CATRICE	14	5,089	1,316	6,405	FISCAL, ANA L	29	2,280	1,800	4,080
CHAIRES-VALLADARES,	15	3,500	2,800	6,300	LOPEZ, JOSE M	30	3,092	946	4,038

\* 40,000 Points And Over Awarded On Policies Issued From December 1, 2020 to November 30, 2021 With 70% Persistency Wins Trip. There are other requirements and limitations. See contest rules for details.

Top Agencies: Juan Garza - 280,692 points; Jose Calvo – 70,577; Jose Lopez – 47,178

Top FHs: Memorial FH - 78,384; Ric Brown Family FH – 56,685; Hernandez-Lopez & Sons FH - 34,618

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**United  
Benefits, Inc.**

*A Winning Attitude*